

Agri-Input Market Development in Azerbaijan

Second Quarterly Report

July – September 2002

**Submitted to
United States Agency for International Development (USAID)**

by

IFDC

An International Center for Soil Fertility and Agricultural Development

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Acronyms and Abbreviations

AMDA	Agri-Input Market Development Project in Azerbaijan
AN	Ammonium Nitrate
CPC	Crop Protection Chemicals
DAF	Delivery at Frontier
LoL	Land of Lakes
SSP	Single Super Phosphate
STC	Short Term Consultant
TSP	Triple Super Phosphate
VAT	Value Added Tax

EXECUTIVE SUMMARY

The “Agri-Input Market Development in Azerbaijan” (AMDA) project officially began in February 2002. This report covers the period from July to September 2002. The main aim of the project is to develop a reliable and efficient private sector distribution system for modern agro-inputs and the technologies they embody. This will be accomplished by establishing an agri-input dealers association supported by credit and finance facilitation as well as technology transfer and private sector extension to dealers, farmers and related institutions and organizations.

Highlights for the reporting period include:

- AMDA has developed 10 leaflets and brochures on various topics. Over 4,250 copies were distributed.
- Four seminars on best growing practices for wheat were held in the project regions.
- Six television broadcasts were aired on wheat growing practices, pesticide application in apples and fertilizer application in tomatoes.
- The project held open field days for pesticide application in apples and fertilizer application in tomatoes.
- A continued effort to get access to credit for clients resulted in one credit approval of \$7,000 for importing AN from Georgia.
- Over 290 dealers and interested parties attended 17 project meetings.
- The project signed a Memorandum of Understanding with the Agricultural Business Consulting firm in Jalilabad and the Agri-Business Center in Ismailli for collaborating on price collection, dealer networking and general information collection.
- 23 tons of Triple Super Phosphate (TSP) was purchased by dealers and farmers to be used in on-farm-trials to demonstrate fertilizer application rates.
- Agricultural Commodity Price collection started in September.
- Media coverage on agricultural topics has increased nationwide.
- One on-farm-trial involving 230 farmers was held. In addition five demonstration plots were started.

INTRODUCTION

For consistency and ease of understanding, the Agro-Input Market Development in Azerbaijan (AMDA) project's quarterly reports largely follow the format of the work plan submitted to the United States Agency for International Development (USAID) in April 2002. Progress is reported for each of the four program areas (business development, access to credit and finance, technical training and extension service, and association development). Monthly meetings with the USAID project manager provide more extensive and detailed information on AMDA activities and progress.

OPERATIONS AND MANAGEMENT

The aim during the second quarter of the project was to build on the good start of the first quarter, establish requirements for STCs for the year, complete the hiring of local staff, provide them training, widen the country base with key donor and other actors in Baku and the countryside, and complete the registration process for the project.

For three weeks in September, Dr. Hiqmet Demiri, an IFDC Private Sector Extension Specialist worked with the AMDA project to provide workshops and training on best growing practices for wheat production. In November arrangements have been made for Dr. Feisal Beig, an Input Marketing Specialist, to provide his services as an STC for the project.

AMDA staff has diligently worked to exchange information with other donor projects and USAID SO 3.1 partners working in the agriculture sector. Staff members have received intensive on the job training. In addition, two staff members attended a three day seminar on environmental issues conducted by the USAID Regional Environmental Office.

The process to register the project is still underway. USAID has provided essential support from the office in Baku, as well as the embassy and the American Chamber of Commerce in Azerbaijan (AmCham). Nevertheless, the AMDA project is still not registered with the Government of Azerbaijan. The U.S. ambassador to Azerbaijan, Ross Wilson, is planning to meet with the Minister of Justice on the behalf of IFDC and other USAID supported projects that are awaiting registration approval.

HIGHLIGHTS OF PROJECT ACHIEVEMENTS

Activities under the four program components have progressed well. A trade association of inputs dealers is the mechanism that provides a potential framework to deliver communications, training and advocacy on a sustainable basis. The supporting units of Business Development and Training, Credit and Finance, and Technology Transfer and Private Extension have provided a value added package that will support future membership in the development of the trade association.

Business Development and Training

The measurables from the work plan for Business Development and Training for year one are:

- 1) *Identification of potential customer clients*
- 2) *Presentation of Project Support*
- 3) *Training of customer Clients*
- 4) *Development of business plans*
- 5) *Collection of agro-inputs market information*
- 6) *Processing of international importation price requests*
- 7) *Arranging of importations*
- 8) *Presentation of training workshops*

During the reporting period 17 meetings were held with 291 participants in the four project regions. The project data base for dealers now includes 10 large importers, 18 wholesalers and 50 retailers.

Training sessions with dealers have been held in the four growing regions where the project is active. These sessions have concentrated on educating the dealers on the advantages of using Triple Super Phosphate (TSP) that is available in the country. This has resulted in the purchase of 23 tons of TSP by twenty dealers. The AMDA project will track the use of the TSP to demonstrate the effect of using high quality fertilizer in wheat production.

The AMDA project has also encouraged the distribution of 20 ton shipping containers for storing inputs. Thirteen dealers have received these containers, 7 dealers have made commitments to collect containers in Baku, and 20 additional dealers have expressed an interest in using them.

In cooperation with Land O' Lakes, CHF and the Ganja Business Group, prices for selected commodities are being collected and published in the monthly *Agricultural Commodity Market Report*. This report is distributed to over 500 targeted dealers, farmers, and businesses active in the agricultural sector. Regional coverage is provided through local representatives of the project. Product information ranges from wheat, barley, corn, sunflower, and vegetables to livestock, milk, wool and cotton as well as inputs such as fertilizer, pesticides and seeds. Both wholesale and retail prices are listed.

Credit and Finance

The measurables from the work plan for Credit and Finance for year one are:

- 1) *Developing a compendium of providers for agricultural credit*
- 2) *Identification of credit tools*
- 3) *Presentation of training workshops*
- 4) *Preparation of credit applications for clients*
- 5) *Number of credits awarded to clients*

In August, four workshops were held on how to gain access to credit. This effort was joined by CredAgro, a credit institute supported by ACDI/VOCA and financed by USAID. These workshops were followed up in September by visiting individual dealers who had showed an

interest in applying for credit. From those visits, project staff assisted nine dealers in preparation of their credit requests. The result of the final evaluation by CredAgro will be known in early October, however, Shirislan Mamedov, a dealer located in the town of Masalli has been approved to receive a credit of \$7,000 for the purchase of AN from Rustavi, Georgia. A second dealer, Miri Agayev, in the region of Lenkeran was also approved by CredAgro to receive a credit of \$3,000 for his cattle operation. However, the Baku City Council lost his property documentation for collateral and therefore the credit could not be released.

In meetings held in the four regions dealers have expressed their concern about the high interest rate of 25% per annum that is being charged. Most dealers are also farmers and nearly all have applied for credit in agricultural production rather than trading purposes. If additional funds are needed for the purchase of inputs, dealers will usually make private arrangements with friends at an interest rates as low as 10 % per annum.

Credit requests for trading will most likely not increase in the foreseeable future, thus emphasis will be placed on marketing related issues concerning the various products sold by dealers. As the demand for inputs increase, it is expected that a demand for credit will follow.

Technology Transfer and Private Extension

The measurables from the work plan for Technology Transfer and Private Extension for year one are:

- 1) *Increased types of input products available through dealers*
- 2) *Field days for dealer clients*
- 3) *Field days for farmer clients*
- 4) *Introduce private sector extension concepts and techniques to dealers*
- 5) *Introduce safety training in handling CPC, storage and application*

During September, Dr. Hiqmet Demiri an IFDC consultant provided training courses on best practices for growing wheat. Dr. Demiri's recent experience working with the IFDC project in Kyrgyzstan proved to be an invaluable asset for this endeavor. Five meetings were held in the project regions as well as an in-house training session for the AMDA staff. At the five regional meetings 121 dealers and progressive farmers attended the wheat growing training courses. The training courses were successful in that it changed their view from "we know everything about wheat growing" to a recognition that they need to learn new techniques for growing wheat. Furthermore, dealers recognized the value that information can play as an asset in private extension services.

The following leaflets were developed and published during the quarter:

- Soil Testing 500 copies, leaflet
- Fertilizer Utilization 500 copies, leaflet
- Winter Wheat Growing 500 copies, leaflet
- Phosphate Fertilizer 500 copies, leaflet
- Different Wheat Varieties 200 copies, sampler
- Plant Protection Wheat 500 copies, booklet
- Potassium Fertilizer 500 copies, leaflet

- Planting Potatoes 500 copies, leaflet
- Pre-sprouting Potatoes 50 copies, booklet (Russian)
- Wheat Technology 500 copies, poster

These publications were distributed to dealers, staff of related agricultural development projects and governmental authorities at the rayon and national level. Publications are introduced to dealers as a valuable tool of information exchange, networking and private extension. Dealers were requested to forward topics which can be turned into written information and disseminated to farmers. Dealers have been made aware that all publications are a service delivered by the project exclusively to them.

During the quarter the project staff has identified the locations for the new demonstrations and on-farm-trials in wheat production. The aim of the demonstrations and trials are to increase the quality and quantity of the commodity produced. The demonstrations will focus on the introduction of new varieties and fertilizer application rates whereas the on-farm-trials will show the optimal use on farmers' fields of inputs that are available nationwide. More than 200 farmers have participated in on-farm-trials and demonstrations held in the four project regions.

Association Building

The measurables from the work plan for association building for year one are:

- 1) *Association organizational meetings*
- 2) *Association registration and elections*
- 3) *Association advocacy, media events, and position papers*
- 4) *Association business plan*
- 5) *Trade missions to Turkey, Albania, and Greece*

As a first step, a list of dealers collaborating with AMDA is continuously being updated. Presently, 78 dealers are cooperating with the AMDA staff and are grouped into the categories of importers, wholesalers and retailers. Additionally, information on dealers' activities and scope of work are being collected and included in the projects database.

Background papers were developed and translated for the forthcoming October meetings where the concept of association building will be explained. Several internal discussions have taken place to find the most suitable approach to attract dealers to this concept. This process has been supported by Rauf Akhundov, the Association Officer of the Land of Lakes (LoL) project in Azerbaijan.

CONSTRAINTS

While the project has met or exceeded its planned objectives in nearly all activities presented in the second quarter, there have been some constraints that have had a negative affect on the results indicators.

- Six large fertilizer importers purchase AN from Russia and sell at the Keshla railway station in Baku. These importers have found a way to escape payment of VAT in that

agricultural cooperatives are excluded from paying this tax if imports are used within a cooperative. These imports are declared for utilization in the cooperative; however, sales are then made to other wholesalers. This creates an unbalanced market that affects the price competitiveness of legitimate dealers.

- Four large importers will only sell fertilizer at the Russian/Azerbaijan border at “Delivery At Frontier” (DAF) terms. This practice is not attractive for buyers/dealers as they are obliged to pay VAT and custom duties when crossing the border into Azerbaijan.
 - Discussions between project staff and dealers were held on how to solve the problems mentioned above and thus provide a competitive base for all concerned. No appropriate solution was found for the short term as this involves government authorities to change their conduct concerning the implementation of existing laws. As this applies to other sectors of the economy as well, it requires a comprehensive approach for all concerned – donors, private sector and government – to resolve this problem. As the association becomes active, this will be an issue for the policy committee to work on.
- Although elite wheat seed is available from the Tartar Research Station, dealers have expressed little interest in purchasing this high quality seed. The primary reason for this is the low price that farmers received from their wheat production this year from the milling industry (300 to 350 Manat/kg = \$0.06 / \$0.07). The demand from farmers to buy quality seed is low as they fear that they will be unable to recover their costs, thus preferring to keep their seeds from the previous harvest.
 - The project is addressing this issue through training and education on new techniques for growing wheat.
- At the same time, wheat imports from Kazakhstan have increased due to lower prices and higher quality in regards to protein and gluten content of the wheat. The protein and gluten content is an important factor for the baking quality of wheat flour. Wheat varieties grown by farmers often do not meet the quality requirements of the local milling industry. For this reason wheat produced in Azerbaijan is used only as an additional ingredient for the final product. Thus, resulting in low prices for farmers and low quantities sold.
 - To break this vicious cycle the project will start to link the milling industry with dealers and progressive farmers. The underlying principle is to convince farmers to orient their production towards market demands and become commercial oriented commodity suppliers.
- Currently, 80 % of the inputs sold are given on credit to farmers without any additional interest charged by dealers. This is a common practice even with big suppliers like EMA and Tovus-Baltica. However, the large suppliers intend to stop this practice due to non-repayment. Dealers are afraid of losing clients if they do not provide their inputs under such arrangements.

- The AMDA Project in conjunction with CredAgro is working closely with dealers to train them on credit management.

LEVERAGED SUPPORT AND COOPERATION

- The AMDA project is collaborating with CredAgro and ACDI/VOCA on educating dealers on how to obtain credits and develop a repayment schedule.
- Project staff will conduct a wheat survey in the Sheki area with the Norwegian Development Enterprise.
- The project is collaborating with Land O' Lakes on Agricultural Commodity Price Collection and association development.
- The project is working to strengthen the information exchange with government authorities on regulations, rules, laws, standards and policy issues.

PENDING ISSUES AND FUTURE ACTIVITIES

- During the next quarter, emphasis will be directed at formalizing the association building process. Project staff will continue to provide training, education and information to prospective members. In addition, dealers will be requested to sign a letter of intent to indicate their interest in establishing an association.
- The project will continue to work with USAID and AmCham to complete the registration process.
- In November, an IFDC consultant will train dealers in the project regions on marketing aspects related to fertilizer and inputs in general.
- On-farm trials will be conducted in collaboration with dealers and farmers. Demonstrations on wheat production will also be provided.
- The project staff will provide information on international procurement of agro-inputs.
- Staff will introduce private sector extension concepts and techniques to selected dealers.
- Staff will promote the benefits and methods of cleaning wheat seeds.
- The AMDA project will collaborate with the major importers of CPC to introduce training in safe handling, storage and application.
- The AMDA project will continue their business training courses and marketing related issues.

AMDA ACTIVITIES BY QUARTER

July – September 2002

SECOND QUARTER ACTIVITIES	ACCOMPLISHMENTS
I. Business Development	
Identification of potential customer clients	<ul style="list-style-type: none"> A database has been developed containing information on 78 dealers (10 large importers, 18 wholesalers, and 50 retailers).
Presentation of project support	<ul style="list-style-type: none"> 17 meetings were held with 291 participants from the four regions.
Fostering the distribution and importation of improved seeds	<ul style="list-style-type: none"> Approximately 1,000 metric tons of improved wheat seeds were sold (mainly imports) and 2 tons of imported vegetable seeds.
Training of customer clients	<ul style="list-style-type: none"> 100 farmers participated at AMDA sponsored field days. Only selected, progressive farmers are invited in order to achieve optimum results.
II. Credit and Finance	
Training workshops	<ul style="list-style-type: none"> 4 workshops were held in the project regions. 57 dealers were trained on calculating gross margin
Credit applications prepared for clients	<ul style="list-style-type: none"> 9 dealers were assisted in preparation of credit applications as a follow-up to the training workshops.
Credit awarded to clients	<ul style="list-style-type: none"> The first credit of \$7,000 was awarded for the importation of fertilizer from Georgia.
III. Association Building	
Development of background papers for future association establishment meetings	<ul style="list-style-type: none"> Background papers have been established and translated in preparation for October meetings.
IV. Technology Transfer and Extension Service	
Number of new products or services introduced	<ul style="list-style-type: none"> 10 leaflets were produced on various issues. Use of TSP fertilizer was encouraged. Appropriate use and types of pesticides in apple production and fertilizer applications for tomatoes were introduced.
Number of enterprises that enter into new markets	<ul style="list-style-type: none"> 20 dealers are now active in the selling of TSP and improved vegetable seeds.
Number of people trained and those who have reported applying these new skills	<ul style="list-style-type: none"> 288 dealers were trained on various topics. 20 dealers are actively using this new knowledge.
Number of new opportunities for receiving market information	<ul style="list-style-type: none"> 78 dealers have received information on commodity prices and import opportunities.

Annex 1--Meetings Held With Agri-Input Dealers

Title	Venue/Date	No.	Participants	Topics
Fertilizer supplier	Goranboy, 02.07.2002	3	Fertilizer Suppliers	Local sources of phosphate
Dealer meeting	Lenkeran, 09.07.2002	7	Dealers	Project; fertilizer and pesticide use
LoL Association	Zaqatalla, 17.07.2002	9	Hazelnut and Livestock Assoc.	Memo for future collaboration
Field Day Tomato	Jalilabad, 26.07.2002	34	22 dealers, 7 Excom, 5 Private Consultants	Explanation on field demonstration
Credit Access	Masalli, 31.07.2002	20	17 dealers, 3 CredAgro	Explaining access to credit
Dealer meeting	Ismailli, 01.08.2002	13	7 dealers, 5 farmers, 1 local consultant	Gross margin calculation
Dealer meeting	Guba, 02.08.2002	12	12 dealers	Gross margin calculation
Dealer meeting	Sheki, 08.08.2002	18	7 dealers, 11 farmers	Gross margin calculation
Dealer meeting	Ganja, 15.08.2002	11	7 dealers, 4 local consultants	Potato seminar
Dealer meeting	Ganja, 16.08.2002	14	11 dealers, 3 CredAgro	Gross margin calculation
Dealer meeting	Tovus, 23.08.2002	16	12 dealers, 4 local consultants	Gross margin calculation
Credit Access	Ismailli, 03.09.2002	21	17 dealers, 4 CredAgro	Explaining access to credit
Best growing practices for wheat	Masalli, 06.09.2002	19	17 dealers, 2 local consultants	STC-Hiqmet seminar

Title	Venue/Date	No.	Participants	Topics
Best growing practices for wheat	Ismailli, 10.09.2002	20	2 farmers, 4 CredAgro, 14 dealers	STC-Hiqmet seminar
Credit access	Sheki, 12.09.2002	22	10 dealers, 8 farmers, 4 local consultants	Explaining access to credit
Best growing practices for wheat	Ganja, 18.09.2002	24	19 dealers, 2 farmers, 3 local consultants	STC-Hiqmet seminar
Apple demonstration	Guba, 26.09.2002	28	19 dealers, 3 farmers, 6 local consultants	Final field day
Total		291		

Annex 2--Report on Cost Sharing

Calculation for Cost Sharing Contribution, July 2002

Detail	Amount	Total
09.07.2002, Lenkeran, Dealer Meeting		
6 Dealers (1.5 x 5 + 5)	75.00	75.00
17.07.02, Zagatalla, LoL Association Support		
5 Members (2 x 5 + 5)	75.00	
2 Association Presidents (2 x 10 + 5)	50	
2 Vice-Presidents (2 x 10 + 5)	50	175.00
26.07.02, Jalilabad, Field Demonstration		
27 Dealers (2 x 3 + 5)	297.00	
2 ABC Consultants (2 x 15 + 5)	70.00	
3 Agro Meslehet Consultants (2 x 15 + 5)	105.00	
6 District Executive Committee (2 x 15 + 5)	210.00	
Local TV broadcasting, 10 min (2 min at 50 \$)	250.00	932.00
31.07.02, Masalli, Credit Access + TV		
17 Dealers (2 x 5 + 5)	255.00	
3 CredAgro (2 x 15 + 5)	105.00	
local TV broadcasting, 6 min (2 min at 50 \$)	150.00	510.00
Grand Total		1,692

Calculation for Cost Sharing Contribution, August 2002

Detail	Amount	Total
01.08.02, Ismaili, Gross Margin Calculation		
6 Dealers (2 hrs x 5 + 5)	90.00	
7 Farmers (2 x 3 + 5)	77.00	167.00
08.08.02, Guba, Access to Credit Meeting		
12 Dealers (2.5 x 5 + 5)	210.00	
1 International Company representative Dupont (2.5 x 200)	500.00	
President of EMA Company (2.5 x 100)	250.00	960.00
09.08.02, Baku, USA visit		
International Visitors grant to send 1 dealer for 2 weeks to US (2,200; M+IE = 800; ind. cont. 500)	3,500.00	3,500.00

Detail	Amount	Total
10.08.02, Sheki, Gross Margin Calculation 7 Dealers (2 hrs x 5 \$ + 5 \$) 11 Farmers (2 x 3 + 5)	105.00 121.00	226.00
13.08.02, Baku, Container 8 Dealers received containers granted by USAID; transport paid by themselves per container 500 \$ (8 x 500) transport (8 x 100 \$)	4,000.00 800.00	4,800.00
13.08.02, Lenkeran, Credit Advisory Meeting Follow-up 3 Dealers (6 x 10 + 5)	195.00	195.00
16.08.02, Ganja, Gross Margin Calculation 7 Dealers (2 x 5 + 5) 2 Farmers (2 x 3 + 5) 3 Ganja Business Group (2 x 15 + 5) 2 Agricultural Institutes (2 x 15 + 5)	105.00 22.00 105.00 70.00	302.00
23.08.02, Article in Azeri News quarter page about project activities in newspaper	50.00	50.00
23.08.02, Tovus, Credit Access 9 Dealers (2 x 5 + 5) 2 Farmers (2 x 3 + 5) 3 CredAgro Staff (2 x 15 + 5) 1 CredAgro Senior Staff (2 x 30 + 5)	135.00 22.00 105.00 65.00	327.00
Grand Total		10,527.00

Calculation for Cost Sharing Contribution, September 2002

Detail	Amount	Total
02.09.02, Monday, Baku Import Dealer: Yusif Piriyeu + Elchin Niftaliyev, Baku 1 hrs x2 (20 +5)	50.00	50.00
02.09.02, Monday, Baku Import Dealer Seyran Syranov 1 hrs x 1 (20 + 5)	25.00	25.00
03.09.02, Tuesday, Ismaili, Credit Seminar 17 dealers (2 hrs x 5 + 5) 4 CredAgro (2 x 15 + 5)	255.00 140.00	395.00

Detail	Amount	Total
03.09.02, Tuesday, Ismaili, Sheki, Ganja, TSP Preparation of dealers' on-farm trial 5 dealers (3 x 5 + 5)	100.00	100.00
04.09.02, Wednesday, Shamkir, Tovus, TSP Preparation for dealers' on-farm trial 4 dealers (3 x 5 + 5)	80.00	80.00
04.09.02, Wednesday, Masalli, Loan Application 5 dealers (1 hrs x 5 + 5)	50.00	50.00
05.09.02, Thursday, Lenkeran, Loan Application 4 dealers (2.5 x 5 + 5)	70.00	70.00
06.09.02, Friday, Masalli, Wheat Growing Seminar Seminar STC Hiqmet 6 farmers (5 x 3 + 5) 12 dealers (5 x 5 + 5) 1 CredAgro (5 x 15 + 5)	120.00 360.00 80.00	560.00
07.09.02, Saturday, Lenkeran, TSP Preparation for dealers' on-farm trial 3 dealers (3 x 5 + 5)	60.00	60.00
09.09.02, Monday, Baku, Loan Application 1 Dealer (1 x 5 + 5)	10.00	10.00
09.09.02, Monday, Baku Import Dealer Rovshan Agayev 1 dealers (1 x 5 + 5)	10.00	10.00
09.09.02, Wednesday, Baku Import Dealer Rovshan Agayev, Baku 1 hrs x 20 + 5	25.00	25.00
09.09.02, Monday, Masalli, Container Askerov Elman 1 container Transport container Baku Masalli	500.00 100.00	600.00
10.09.02, Tuesday, Ismaili, Wheat Growing Seminar STC Hiqmet 7 farmers (5 x 3 + 5) 9 dealers (5 x 5 + 5) 2 consultants (5 x 15 + 5)	140.00 270.00 160.00	570.00

Detail	Amount	Total
12.09.02, Thursday, Sheki, Wheat Growing Seminar STC Hiqmet 8 farmers (5 x 3 + 5) 10 dealers (5 x 5 + 5) 2 consultants (5 x 15 + 5)	 160.00 300.00 160.00	 620.00
18.09.02, Wednesday, Ganja, Wheat Growing Seminar STC Hiqmet 5 farmers (5 x 3 + 5) 10 dealers (5 x 5 + 5) 5 consultants, Crop Protection Institute (5 x 15 + 5) 2 TV teams a 20 minutes (2 x 10 x 50)	 100.00 300.00 400.00 1,000.00	 1,800.00
24.09.02, Tuesday, Ismailli Shahin Huseynov 1 container Shared transport cost with Mayil Azimov	 500.00	 500.00
24.09.02, Tuesday, Ismailli, Container Mayil Azimov 1 container Transport Container Baku to Ismailli	 500.00 100.00	 600.00
26.09.02, Thursday, Guba, Wheat Growing Seminar Seminar STC Hiqmet 13 farmers (5 x 3 + 5) 9 dealers (5 x 5 + 5) 6 CredAgro, municipality, etc. (5 x 15 + 5) TV team 20 minutes (1 x 10 x 50)	 260.00 270.00 480.00 500.00	 1,510.00
27.09.02, Friday, Guba Zakir Amirov and Sanan Imanguluyev 2 containers @ 500 Transport Baku to Guba	 1,000.00 100.00	 1,100.00
30.10.02, Monday, Credit Approved Shiraslan Mamedov, import dealer, approved credit to purchase fertilizer	 7,000	 7,000.00
Total September 2002		15,735.00

Value of cost sharing in US Dollars, 2002

[illegible]

Annex 3--Contact List

No.	Name	Organization
1	Tofig Zeynalov	Ministry of Agriculture, International Relations Department
2	Jahan D. Mamedov	Ministry of Agriculture, Vice-Minister
3	Huseyin Huseyinov	Director of Agroservice Company, Board Member of Agriculture Entrepreneurs Confederation
4	Dr. Mahammad Latif	USAID Regional Environmental Officer
5	Jose Luis Hernandez	IREX Baku, Program Manager
6	Adalet Nahmatov	Jalilabad AgroBusiness Company, Director
7	Elchin Alimardanov	Mercy Corps, Economic Opportunities Program Officer
8	Ken Collins	Deputy Regional Controller USAID/Caucasus
9	Michael Lally	USA Embassy, Baku, Commercial Attaché
10	Dilshad Bayramova	National Institute of Fruit Trees, Director
11	Medznun Shukurov	World Bank Regional Consulting Center, Director
12	Tahir Hasanov	Tovuz-Baltika, Deputy Director
13	Mr. Abdul	President of EMA
14	Mr. Mammadov	SAF, Fruit and Juice Processing, Director
15	Jonelle Glosch	AmCham, Executive Director
16	Marcel Schwickert	GTZ Office Baku, Head of Office
17	Colin Maddox	International Rescue Committee, Economic Development Officer
18	David Blood	Land O' Lakes, Country Director
19	Aaron Bornstein	Citizens Democracy Corps, Country Director
20	Dena Hawes	Eurasia Foundation, Outreach Coordinator
21	George Varughese	World Bank, Cymmit, Int. Agric. Consultant
22	Prof. Charles Boyer	World Bank, Department of Horticulture, Oregon State University
23	Marcus L. Winter	USAID, Economic Development Specialist
24	Beverly Hoover	CHF, Country Director
25	Tore Seierstad	Norwegian Humanitarian Enterprise, Country Director
26	Nicholas F. Ash	International Red Cross, Agricultural Project Manager